

Message Text

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PAGE 01 STATE 122228
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C O N F I D E N T I A L STATE 122228

E.O. 11652: GDS

TAGS:MARR, LE. XF

SUBJECT: IMPROVEMENT OF UNIFIL ANTI-INFILTRATION
CAPABILITY

"FOLLOWING IS A REPEAT
QUOTE

O R 312228Z MAR 78
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TO USMISSION USUN NEW YORK
INFO AMEMBASSY AMMAN
AMEMBASSY BEIRUT
AMEMBASSY CAIRO
AMEMBASSY DAMASCUS
AMCONSUL JERUSALEM
AMEMBASSY JIDDA
JCS WASH DC 0027
SECDEF WASH DC 0036

REFS: (A) USUN 01152; (B) STATE 079552

1. THREE COMPANIES MAKE THE IMAGE INTENSIFIER TUBES USED
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IN FIRST GENERATION NIGHT VISION DEVICES. (FIRST
GENERATION DEVICES ARE LESS TECHNICALLY ADVANCED AND LESS
EXPENSIVE THAN THE MORE RELIABLE, MORE SOPHISTICATED,
SECOND GENERATION DEVICES.) THE COMPANIES ARE:
-VARO 2203 WALNUT ST., GARLAND, TEXAS 75040

-ITT ELECTRO-OPTICAL PRODUCTS DIV. 7635 PLANTATION ROAD

ROANOKE, VA. 24019

-RCA NEW HOLLAND PIKE, LANCASTER, PENN 17601

2. IMAGE INTENSIFIER TUBES ARE USED TO BUILD THE COMPLETE IMAGE INTENSIFICATION VIEWERS, OF THE THREE COMPANIES MENTIONED ABOVE, ONLY VARO MAKES THE COMPLETE VIEWERS. SEVERAL SMALL COMPANIES PURCHASE THESE TUBES FROM THE ABOVE MANUFACTURERS, PARTICULARLY VARO WHICH WON THE LAST DEFENSE PROCUREMENT CONTRACT FROM THE US ARMY. VARO SOMETIMES SELL TUBES AT DISCOUNT THAT ARE AT OR ABOVE COMMERCIAL STANDARDS BUT WHICH THE US ARMY REJECTS BECAUSE THE TUBES DO NOT MEET THE STRINGENT REQUIREMENTS SET BY DEFENSE DEPARTMENT CONTRACTS. THIS INFORMATION SHOULD BE BORNE IN MIND WHEN PROCURING THE COMPLETE IMAGE INTENSIFICATION VIEWERS FROM SMALL COMPANIES. APPLIED SYSTEMS CORPORATION - 215 MILL ST. VIENNA VA. 22180 - IS ONE SMALL COMPANY WHICH MAKES COMPLETE VIEWERS. SECOND GENERATION (IMAGE INTENSIFIER TUBES ARE MADE BY VARO AND NI-TEC 7426 LINDER AVE, SKOKIE, ILLINOIS 60076.

3. THE 700 DOLLARS MOUNTING DEVICE IS USED AS A FIXED PEDESTAL MOUNT FOR THE INFRARED SEARCH LIGHT. THE MOUNTING DEVICE CONSISTS OF A YOKE AND BASE. (DOD HAS NONE IN ITS STOCKS BECAUSE IR SEARCH LIGHTS USED BY THE US ARMY ARE MOUNTED ON TANKS; CONSEQUENTLY DOD DOES NOT CONFIDENTIAL

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NEED TO PROCURE THESE DEVICES). SINCE PRECISION MACHINING IS REQUIRED TO MANUFACTURE THE YOKE AND BASE OF THE MOUNTING DEVICE, IT MAY BE MORE PRACTICAL AND LESS EXPENSIVE TO PURCHASE FACTORY-MADE MOUNTS. MODIFICATIONS COULD BE MADE IN THE FIELD TO ADAPT THEM TO NATIONAL CONTINGENTS EQUIPMENT AS, FOR EXAMPLE, JEEPS, APCS, AND ARMORED CARS. FIELD MODIFICATIONS SHOULD NOT REQUIRE PRECISION MACHINING, AND SHOULD BE EASY TO ACCOMPLISH.

4. ONLY VARO MAKES BOTH FIRST AND SECOND GENERATIONS IMAGE INTENSIFIER TUBES AND COMPLETE IMAGE INTENSIFICATION VIEWERS. IT ALSO MAKES THE 1 KILOWATT XENON SEARCHLIGHTS. (NU-MAX - LONG ISLAND, NEW YORK - MAY ALSO STILL MANUFACTURE IR SEARCHLIGHTS.) VARO'S EQUIPMENT IS REPUTED TO BE RELIABLE AND EASY TO OPERATE; IT ALSO MAINTAINS A LARGE INVENTORY OF SPARE PARTS AND CAN USUALLY PROVIDE RAPID SERVICE AT REASONABLE COST. ALTHOUGH IT WON THE LAST DEFENSE CONTRACT FOR NIGHT-VISION DEVICES, IT SHOULD BE CAPABLE OF HANDLING UNIFIL'S REQUIREMENTS FOR NODS AS

WELL BECAUSE IT IS A LEADING MANUFACTURER OF NODS.

MOST EXPERTS, THAT WE CONTACTED, SAID VARO COULD PROVIDE
THE TYPE OF EQUIPMENT AND SUPPORT REQUIRED BY UNIFIL.
COOPER UNQUOTE VANCE

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